

The best of 2010

This year has been a fast and furious one for most of us. **Meetings SA** caught up with some leading personalities in the business tourism industry to find out just how fruitful 2010 has been for them, as well as what their plans are for 2011.



Stephanie Moss, managing director of Solutions Group

What were your most significant highlights this year?

Solutions Group has seen a dramatic increase in turnover during what has certainly been a tough business year, which is probably mostly owing to taking market share as opposed to an increasing events and incentive market. The fact that we have been awarded a noticeably increased amount of launch and roadshow business during 2010 is another exiting plus point, as is our doing more incentive/out-of-the-country business than the year before. In addition, this year has seen us gaining a fabulous revised rating on our BEE scorecard.

What's on the cards for you in 2011?

During 2011, Solutions Group hopes to do more business overall, in particular within the areas of launches and roadshows. We also hope to engage in many more collaborations and joint ventures with what some, in the past, have considered to be competitive companies. Ultimately, by working together we are destined to achieve greater things.



Sharon Peetz, director of the African Bureau of Conventions

What were your most significant highlights this year?

Without doubt, the launch of the African Bureau of Conventions has been our highlight for 2010. After strategic discussions with the Johannesburg Chamber of Commerce and Industry and key role players within the industry, we identified the need for this African bureau and the services that it offers. The response that we have received, both from members of the bureau, as well as from the national and international press and media, has been overwhelming. To date, we are in the process of bidding for 12 international association conventions, totalling 31 000 delegates. Obviously, the impact the winning of these events will have on the South African economy will be tremendous.

What's on the cards for you in 2011?

During 2011, the African Bureau of Conventions will solidify and enhance its position within the national and international association market, ensuring that there is a year-on-year increase in the amount of conventions that we bid and secure for South Africa and Africa as a whole. In addition, we will ensure that the requirements and needs of our members remain a key priority, as well as ensure that they received maximum return on investment by being members of the bureau.



Adolf Venter, chief executive of Gallagher Convention Centre

Gallagher had many highlights during 2010, with many annual events returning to the venue and contracts already having been signed for 2011. Large investments were made in infrastructure and facilities development, including upgrading the Estate Ballroom, building a new road and upgrading the kitchen facilities. The venue also has an exhibition stand at the annual EIBTM trade show, which will be held in Barcelona from 30 November to 2 December.

2011 holds exciting opportunities for Gallagher. We are proud to be hosting the biggest biking exhibition in South Africa, in partnership with *Woema Magazine*, during February 2011. This will not be the first time we are hosting our own event, but it will certainly be the biggest so far. In addition, the centre is a sponsor of the Expo Summit Africa 2011, which will be held in Cape Town early next year. Ultimately, we look forward to an eventful 2011.